FORESTRY

FOREST PRODUCTS SUMMARY

In 2001, Tennessee's forest resources produced sawlogs to manufacture approximately 887.5 million board feet of hardwood products (lumber, crossties, handle blanks, etc.) and approximately 184.7 million board feet of softwood lumber. This level of production continues to place Tennessee near the top among hardwood lumber producing States. In addition to sawlog production, Tennessee produced approximately 911,535 cords of hardwood pulpwood and approximately 966,142 cords of softwood pulpwood. The 1999 forest survey indicated that almost 55 percent of the total land area in Tennessee is forested, approximately 14.4 million acres. Nonindustrial private individuals own 11.0 million acres, the largest ownership category. The ten leading counties in timber volume and lumber production in 2000 were as follows:

| Growing Stock Volume | Million Cu. Ft. | Lumber Production | Million Bd. Ft. 1 |
|----------------------|-----------------|-------------------|-------------------|
| Cumberland | 587.8 | Hardeman | 75.2 |
| | | | |
| Wayne | 573.9 | Macon | 45.0 |
| Morgan | 544.5 | McNairy | 39.9 |
| Monroe | 528.3 | Johnson | 37.2 |
| Hickman | 527.1 | Henry | 36.2 |
| Scott | 506.9 | White | 35.3 |
| Campbell | 480.2 | Wayne | 30.0 |
| Polk | 426.4 | Frańklin | 29.6 |
| Marion | 409.4 | Hardin | 29.4 |
| Fentress | 393.7 | Putnam | 28.7 |

¹ Estimated.

Source: Tennessee Forestry Division.

WOOD-USING INDUSTRIES IN TENNESSEE

Forest industries are classified as Primary and Secondary. Primary industries are those which buy roundwood (logs, pulpwood, handle bolts, and etc.) and break it down into lumber, chips, handle blanks, and etc. Secondary industries are those firms which use a product from a primary industry and further manufacture it into a more finished product (furniture plants, flooring plants, charcoal plants, and etc.). Below are tables showing active primary and secondary numbers over the past years.

| | PRIMARY INDUSTRIES | | | SECONDARY INDI | JSTRIES 1 |
|-------------------|---------------------------|------------------------|------|---------------------------|------------------------|
| Year | Number of Active Firms | Number of Employees | Year | Number of Active Firms | Number of Employees |
| 1950 | 2,789 | 2 | 1970 | 406 | 25,325 |
| 1961 | 1,135 | 2 | 1979 | 625 | 31,801 |
| 1971 | 546 | 9,725 | 1984 | 597 | 33,509 |
| 1980 | 718 | 10,487 | 1989 | 586 | 41,332 |
| 1984 | 598 | 9,284 | 1995 | 476 | 35,432 |
| 1990 | 534 | 7,097 | 2000 | 480 | 32,700 |
| 1991 | 515 | 7,359 | | | |
| 1992 | 524 | 4,344 | | | |
| 1993 | 518 | 4,362 | | | |
| 1994 | 558 | 4,417 | | | |
| 1995 | 566 | 4,730 | | | |
| 1996 | 549 | 4,502 | | | |
| 1997 | 543 | 4,773 | | | |
| 1998 | 541 | 4,437 | | | |
| 1999 | 519 | 6,760 | | | |
| 2000 | 503 | 6,635 | | | |
| 2001 ³ | 489 | 6,560 | | | |

¹ Next Survey in 2004. ² Not available. ³ Estimated.

Source: U.S. Forest Service, Tennessee Valley Authority, and Tennessee Forestry Division.

SELECTED TENNESSEE FOREST STATISTICS, 1948-1999

| Year | Commercial Forest Acreage | Sawtimber Volume (All Species) | Growing Stock Volume (All Species) | Growing Stock | Annual Removal of Growing Stock | Annual Growth to Removal Ratio | Number of Active Sawmills |
|---------|------------------------------|--------------------------------------|--|-----------------|---------------------------------------|--|---------------------------------|
| | Million Acres | Million Bd. Ft. | Million Cu. Ft. | Million Cu. Ft. | Million Cu. Ft. | | |
| 1948-50 | 12.35 | 16,240.0 | 5,728.5 | 285.5 | 252.3 | 1.1:1 | 2,789 |
| 1961 | 13.43 | 20,081.8 | 7,209.4 | 322.1 | 207.7 | 1.5:1 | 1,135 |
| 1971 | 12.82 | 26,640.2 | 10,395.8 | 509.1 | 216.4 | 2.3:1 | 546 |
| 1980 | 12.88 | 38,897.3 | 12,805.2 | 511.4 | 213.7 | 2.4:1 | 718 |
| 1989 | 13.27 | 53,613.6 | 16,682.7 | 637.4 | 219.4 | 2.9:1 | 579 |
| 1999 | 13.97 | 72,795.8 | 22,456.4 | 743.0 | 380.0 | 2.0:1 | 540 |

Source: U.S. Forest Service.

TIMBER HARVEST AND AVERAGE DELIVERED PRICES, 1991-2001 1

| | Handiiia | d Carrilana | Cafturaad | Carriage | Handiiiaaa | l Dodavisa ad | Caftura | d Distance and |
|-------------------|-----------------------|-------------------------|-----------------------|-------------------------|---------------------|-------------------------|---------------------|-------------------------|
| | Hardwood | d Sawlogs | Softwood | Sawlogs | Hardwood | l Pulpwood | Softwood | d Pulpwood |
| Year | Volume ² | Avg. Price ³ | Volume ² | Avg. Price ³ | Volume ⁴ | Avg. Price ⁵ | Volume ⁴ | Avg. Price ⁵ |
| | Million Board Feet | Dollars Per 1,000 | Million Board Feet | Dollars Per 1,000 | 1,000 Cords | Dollars Per Cord | 1,000 Cords | Dollars Per Cord |
| 1991 | 589.6 | 255.24 | 82.9 | 157.17 | 407.1 | 36.05 | 743.2 | 38.35 |
| 1992 | 628.3 | 274.72 | 100.0 | 171.25 | 463.4 | 37.58 | 564.5 | 38.42 |
| 1993 | 671.9 | 335.54 | 94.6 | 186.92 | 538.6 | 40.54 | 599.8 | 39.54 |
| 1994 | 676.5 | 353.20 | 98.3 | 206.00 | 630.7 | 44.94 | 521.3 | 42.46 |
| 1995 | 690.2 | 350.27 | 67.2 | 218.08 | 841.6 | 42.73 | 617.9 | 43.66 |
| 1996 | 696.8 | 348.27 | 98.8 | 202.67 | 837.7 | 43.53 | 682.2 | 49.00 |
| 1997 | 720.5 | 388.12 | 99.3 | 245.33 | 994.8 | 47.06 | 864.8 | 51.84 |
| 1998 | 719.9 | 401.75 | 116.8 | 276.17 | 934.8 | 54.97 | 842.0 | 60.86 |
| 1999 | 694.7 | 363.12 | 88.8 | 273.08 | 960.4 | 51.00 | 859.1 | 55.77 |
| 2000 | 707.7 | 404.25 | 147.3 | 284.38 | 959.5 | 52.21 | 1,017.0 | 49.66 |
| 2001 ⁶ | 672.4 | 381.09 | 140.0 | 253.13 | 911.5 | 51.74 | 966.1 | 43.89 |

¹ Price received at delivery point (i.e., sawmill, pulpmill, etc.). ² Million board feet, Doyle Rule. ³ Price per 1,000 board feet, Doyle Rule. ⁴ Standard cords. ⁵ Price per standard cord. ⁶ Volume estimated.

Source: Tennessee Forestry Division.

INCOME FROM SALE OF TIMBER, 1991-2001

| INCOME FF | ROW SALE OF THINBE | R, 1991-2001 | | | |
|-------------------|-----------------------|-----------------------|-------------------|----------------------|-------------|
| Year | Hardwood Sawtimber | Softwood Sawtimber | Hardwood Pulpwood | Softwood Pulpwood | Total Sales |
| | | Mil | llion Dollars | | |
| 1991 | 150.49 | 13.03 | 14.68 | 28.50 | 206.70 |
| 1992 | 172.61 | 17.13 | 17.41 | 21.69 | 228.84 |
| 1993 | 225.45 | 17.68 | 21.83 | 23.72 | 288.68 |
| 1994 | 238.94 | 20.25 | 28.34 | 22.13 | 309.66 |
| 1995 | 241.76 | 14.65 | 35.96 | 26.98 | 319.35 |
| 1996 | 242.67 | 20.02 | 36.47 | 33.43 | 332.59 |
| 1997 | 279.64 | 24.36 | 46.82 | 44.83 | 395.64 |
| 1998 | 289.22 | 32.26 | 51.39 | 51.24 | 424.11 |
| 1999 | 252.25 | 24.26 | 48.98 | 47.91 | 373.40 |
| 2000 | 286.11 | 41.89 | 50.10 | 50.50 | 428.60 |
| 2001 ¹ | 256.23 | 35.43 | 47.16 | 42.40 | 381.22 |

¹ Estimated.

Source: Tennessee Forestry Division.

AREA OF TIMBERLAND BY COUNTY AND OWNERSHIP CLASS, TENNESSEE, 1999 1

| | | | | | Ownership | class | | |
|-------------------|----------------------|--------------------|------------------|-------------|------------|--------------------|--------------|------------------|
| County | All Classes | Nationa IForest | Misc. Federal | | County & | Forest Industry | Nonindustria | al private |
| | | irolest | reuerai | State | Municipal | industry | Corporate | Individual |
| | | | | 1 | ,000 Acres | | | |
| Anderson | 125.0 | | 6.1 | | | 21.4 | 48.8 | 48.6 |
| Bedford | 93.0 | | | | | 6.4 | | 86.6 |
| Benton | 178.6 | | 15.6 | 3.0 | | 7.6 | 12.2 | 140.2 |
| Bledsoe | 170.8 | | | 17.8 | | 39.6 | 28.6 | 84.8 |
| Blount | 133.2 | | | | | 5.8 | 5.8 | 121.7 |
| Bradley | 107.6 | | | | | 14.8 | | 92.8 |
| Campbell | 242.7 | | 13.5 | 60.4 | | 56.8 | 62.1 | 49.9 |
| Cannon | 98.2 | | | 6.2 | | | | 91.9 |
| Carroll | 201.5 | | | 12.9 | | 17.8 | 6.6 | 164.2 |
| Carter | 152.3 | 70.6 | | | | | | 81.7 |
| Cheatham | 130.7 | | | 22.2 | | | 7.2 | 101.3 |
| Chester | 102.2 | | | 10.2 | | 20.3 | 5.3 | 66.5 |
| Claiborne | 183.6 | | 1.2 | | | 68.1 | | 114.2 |
| Clay | 105.5 | 40.5 | | | | | 8.2 | 97.3 |
| Cocke | 179.7 | 48.5 | 10.7 | - 7 | | 5.8 | 5.8 | 119.5 |
| Coffee | 126.5 | | 12.7 | 5.7 | | | 13.2 | 94.9 |
| Crockett | 17.2 | | | 40.4 | 11.7 | 42 E | 117 | 17.2 |
| Cumberland | 320.1 | | 4.7 | 49.4 1.6 | 11.7 | 43.5 | 11.7 | 203.9 |
| Davidson | 135.1 148.3 | | 4.7 6.5 | 1.0 | 12.5 | 11.9 | 20.2 | 96.3 129.9 |
| Decatur DeKalb | 121.8 | | 15.0 | | 0.3 | 11.9 | 8.3 | 98.1 |
| Dickson | 121.0 184.1 | | 15.0 | 1.5 | 0.3 | | 7.6 | 175.0 |
| Dyer | 48.6 | | 1.4 | 7.3 | 10.4 | 7.3 | 7.3 | 14.7 |
| Fayette | 187.2 | | 1.4 | 7.5 | 10.4 | 7.5 | 35.1 | 152.1 |
| Fentress | 208.5 | | | 11.2 | | 39.2 | 49.1 | 109.0 |
| Franklin | 196.3 | | 11.2 | 11.4 | | 47.1 | 8.5 | 118.1 |
| Gibson | 74.5 | | 8.2 | 7.1 | | | | 59.2 |
| Giles | 199.0 | | | 7.1 | | 12.3 | 5.4 | 181.3 |
| Grainger | 108.5 | | | | | | | 108.5 |
| Greene | 145.5 | 33.8 | | 3.8 | | | 5.0 | 103.0 |
| Grundy | 153.8 | | | 16.6 | 0.4 | 33.4 | 5.5 | 97.9 |
| Hamblen | 34.4 | | | | | | 7.6 | 26.8 |
| Hamilton | 177.9 | | 6.2 | 6.2 | 3.1 | 12.1 | 12.3 | 138.1 |
| Hancock | 105.0 | | | | | | | 105.0 |
| Hardeman | 275.9 | | | 6.2 | | 12.5 | 22.9 | 234.3 |
| Hardin | 228.9 | | | 12.5 | | 7.3 | 19.8 | 189.2 |
| Hawkins | 183.6 | | 4.1 | | 5.8 | | 16.1 | 157.6 |
| Haywood | 97.5 | | | | | | 3.1 | 94.4 |
| Henderson | 175.0 | | 14.9 | 16.2 | | | | 144.0 |
| Henry | 155.3 | | 10.5 | | | 5.4 | 11.3 | 128.2 |
| Hickman | 318.9 | | | | | 82.4 | 5.5 | 231.1 |
| Houston | 88.4 | | 1.7 | | | 6.7 | | 80.1 |
| Humphreys | 235.1 | | | | | 6.3 | 19.7 | 209.1 |
| Jackson | 138.0 | | 5.4 | | | 5.4 | | 127.1 |
| Jefferson | 54.0 | | | | | | 9.5 | 44.5 |
| Johnson | 136.3 | 50.3 | | | | | 22.8 | 63.1 |
| Knox | 108.4 | | | | | | 10.6 | 97.8 |
| Lake | 25.2 | | | 10.3 | | | | 14.9 |
| Lauderdale | 92.6 nd of table. | | 33.3 | | | 8.3 | | 51.0 (continued) |

See footnote at end of table. (continued)

| | | | | | Ownership | class | | |
|---------------------|----------------|--------------------|------------------|---------|---------------|--------------------|-------------|---------------|
| County | All Classes | Nationa IForest | Misc. Federal | State | County & | Forest Industry | Nonindust | rial private |
| | | | | | Municipa I | | Corporate | Individual |
| | • | | | 1, | 000 Acres | | | |
| Lawrence | 191.1 | | | 18.3 | | 24.0 | 6.5 | 142.3 |
| Lewis | 151.0 | | 2.0 | 5.9 | | 50.2 | | 92.9 |
| Lincoln | 162.8 | | | | | | | 162.8 |
| Loudon | 48.9 | | 7.7 | | | 5.1 | 3.9 | 32.2 |
| Macon | 89.2 | | | F 0 | | | 10.0 | 89.2 |
| Madison | 148.4 | | | 5.2 | | 25 5 | 13.2 | 129.9 |
| Marion | 256.1 | | | 23.5 | | 25.5 | 36.1 2.6 | 171.1 |
| Marshall | 97.6 182.9 | | 8.6 | | | | 2.6 25.7 | 95.0 148.7 |
| Maury McMinn | 136.4 | 3.5 | 0.0 | 0.2 | | 35.5 | 25.7 6.7 | 90.5 |
| | 215.0 | 3.5 | | 5.4 | | 35.5 38.1 | 5.4 | 166.0 |
| McNairy | 76.0 | | 6.0 | 5.4 | | 17.5 | 5.4 | 52.5 |
| Meigs Monroe | 281.7 | 118.6 | 12.5 | 12.5 | | 7.1 | 14.3 | 116.6 |
| | 168.1 | 110.0 | 38.8 | 12.5 | | 6.5 | 12.9 | 110.0 |
| Montgomery Moore | 36.0 | | 30.0 | | | 0.5 | 4.8 | 31.2 |
| Morgan | 281.7 | | | 28.2 | | 12.2 | 71.9 | 169.4 |
| Obion | 87.0 | | 5.9 | 20.2 | | | 7.6 | 73.4 |
| Overton | 169.5 | | 6.8 | 13.6 | | 13.6 | 6.8 | 128.8 |
| Perry | 229.0 | | 6.2 | | | 89.3 | 6.2 | 127.4 |
| Pickett | 68.2 | | 7.8 | 13.1 | | | | 47.3 |
| Polk | 214.2 | 131.5 | 7.0 | | | 7.8 | 5.8 | 69.1 |
| Putnam | 159.0 | | 7.0 | | | | 19.0 | 132.9 |
| Rhea | 135.4 | | | 4.1 | | 43.8 | 7.6 | 79.9 |
| Roane | 168.8 | | 25.4 | 6.3 | | 5.2 | 5.2 | 126.8 |
| Robertson | 70.9 | | | | | | 16.2 | 54.6 |
| Rutherford | 155.5 | | 11.6 | | | | 17.5 | 126.4 |
| Scott | 255.4 | | | 11.1 | | 50.1 | 38.9 | 155.3 |
| Sequatchie | 130.8 | | | | | 37.9 | 32.5 | 60.3 |
| Sevier | 163.4 | | | | | | 9.5 | 153.9 |
| Shelby | 127.1 | | | 17.5 | 11.7 | | | 97.9 |
| Smith | 108.6 | | 5.0 | | | | 4.8 | 98.8 |
| Stewart | 217.7 | | 64.1 | | | 56.4 | 6.3 | 91.0 |
| Sullivan | 142.2 | 36.7 | 11.2 | 1.4 | 5.6 | | 5.6 | 81.8 |
| Sumner | 115.5 | | | | | | 6.5 | 109.1 |
| Tipton | 70.6 | | | | | | | 70.6 |
| Trousdale | 25.6 | | | | | | | 25.6 |
| Unicoi | 95.3 | 49.0 | | 2.6 | 2.6 | | | 41.1 |
| Union | 99.1 | | 10.1 | 18.8 | | | | 70.3 |
| Van Buren | 138.8 | | | 12.1 | | 70.5 | 5.6 | 50.7 |
| Warren | 120.8 | | | | | | 6.2 | 114.6 |
| Washington | 63.7 | 14.3 | | | | | | 49.5 |
| Wayne | 381.9 | | | | | 149.7 | 13.3 | 218.9 |
| Weakley | 86.7 | | | | | 13.1 | 12.3 | 61.3 |
| White | 122.1 | | 5.7 | | | 28.3 | 17.0 | 71.1 |
| Williamson | 168.8 | | 6.4 | | 4.8 | | 6.4 | 151.3 |
| Wilson | 140.5 | | 3.2 | 19.2 | | | 12.8 | 105.3 |
| TOTAL | 13,965.0 | 556.8 | 424.1 | 518.6 | 68.7 | 1,393.0 | 1,002.4 | 10,001.5 |

¹ The next Forest Resource Survey information will not be available until 2004.

Source: U.S. Forest Service.

INTERNATIONAL TRADE

STATE EXPORT DATA SERIES

Background: Information on U.S. exports of merchandise are compiled by the U.S. Census Bureau, Foreign Trade Division on a transaction basis from the Shipper's Export Declaration (SED) or its electronic equivalent as filed by qualified exporters, forwarders, or carriers. These data measure the physical movement of merchandise out of the United States to foreign countries. Historically, no information was compiled from the SED as to the location of the exporter, also known as the U.S. Principal Party in Interest or the USPPI, or the origin of the shipment. The Census Bureau only knew how much and what kinds of commodities were exported, through which U.S. Customs districts/ports, and to which countries. In 1985, a new field indicating the state where the export journey begins, was added to the SED. Later, the Census Bureau made use of an existing field, the ZIP code of the exporter's address. These fields allow compilation of the following state exports series: State of Origin of Movement (OM) Series -- 1987 to Present.

Note: The Census Bureau cannot compile the production origin of exports from this information. All data users should keep in mind that the series are not designed to measure the state and local pattern of U.S. export production.

Origin of Movement: The OM series, available since 1987, provides export statistics based on the state from which the merchandise starts its journey to the port of export, that is, they reflect the transportation origin of exports.

Limitations: In certain cases, the origin of movement is not the transportation origin. For many large agricultural and bulk shipments, for example, the state often reflects the consolidation point or port of exit. Intermediaries located in inland states ship agricultural commodities down the Mississippi River for export from the port of New Orleans. They often report Louisiana, the state where the port of New Orleans is located, as the state of origin of movement. The primary impact is on the state distribution of non manufactured exports, which are generally exported by intermediaries. The most visible result is a tendency to understate exports from some agricultural states and to overstate exports from states like Louisiana that have ports that handle high-value shipments of farm products.

TOTAL U.S. EXPORTS (ORIGIN OF MOVEMENT) VIA TENNESSEE, TOP 20 COUNTRIES BASED ON 2001 DOLLAR VALUE

| | | Value | | | | % Share | | | |
|------|-----------------|---------|------------|----------|-------|---------|-------|-----------------------|--|
| Rank | Country | 1999 | 2000 | 2001 | 1999 | 2000 | 2001 | % Change 2001/2000 | |
| | | | Million \$ | | | Percent | | | |
| | | | | | | | | | |
| | Tennessee Total | 9,867.8 | 11,591.6 | 11,320.2 | 100.0 | 100.0 | 100.0 | -2.34 | |
| | | | | | | | | | |
| 1 | Canada | 3,670.1 | 4,026.6 | 4,128.1 | 37.2 | 34.7 | 36.5 | 2.52 | |
| 2 | Mexico | 1,062.5 | 1,759.4 | 1,369.6 | 10.8 | 15.2 | 12.1 | -22.16 | |
| 3 | United Kingdom | 544.3 | 636.6 | 655.5 | 5.5 | 5.5 | 5.8 | 2.97 | |
| 4 | Japan | 580.0 | 620.4 | 613.5 | 5.9 | 5.4 | 5.4 | -1.11 | |
| 5 | Germany | 400.0 | 422.8 | 455.2 | 4.1 | 3.7 | 4.0 | 7.68 | |
| 6 | Netherlands | 325.6 | 347.4 | 339.1 | 3.3 | 3.0 | 3.0 | -2.39 | |
| 7 | France | 267.1 | 346.1 | 278.9 | 2.7 | 3.0 | 2.5 | -19.40 | |
| 8 | Singapore | 189.0 | 211.6 | 248.2 | 1.9 | 1.8 | 2.2 | 17.28 | |
| 9 | Belgium | 225.6 | 297.8 | 238.8 | 2.3 | 2.6 | 2.1 | -19.82 | |
| 10 | Hong Kong | 184.0 | 201.6 | 212.7 | 1.9 | 1.7 | 1.9 | 5.49 | |
| 11 | Korea, South | 135.2 | 178.8 | 198.7 | 1.4 | 1.5 | 1.8 | 11.17 | |
| 12 | Brazil | 186.7 | 260.9 | 191.2 | 1.9 | 2.3 | 1.7 | -26.70 | |
| 13 | Australia | 203.5 | 174.1 | 189.0 | 2.1 | 1.5 | 1.7 | 8.58 | |
| 14 | China | 111.4 | 156.6 | 184.1 | 1.1 | 1.4 | 1.6 | 17.56 | |
| 15 | Italy | 157.2 | 144.9 | 169.5 | 1.6 | 1.3 | 1.5 | 16.98 | |
| 16 | Taiwan | 133.7 | 187.8 | 156.2 | 1.4 | 1.6 | 1.4 | -16.82 | |
| 17 | Malaysia | 47.8 | 50.0 | 93.6 | 0.5 | 0.4 | 0.8 | 87.02 | |
| 18 | Argentina | 92.2 | 64.2 | 92.4 | 0.9 | 0.6 | 0.8 | 43.87 | |
| 19 | Spain | 76.5 | 85.4 | 91.6 | 0.8 | 0.7 | 0.8 | 7.31 | |
| 20 | Turkey | 100.6 | 146.7 | 91.0 | 1.0 | 1.3 | 0.8 | -37.92 | |

Source: U.S. Census Bureau, Foreign Trade Division.

TENNESSEE AGRICULTURAL EXPORTS INCREASE 19 PERCENT

Introduction: USDA's Economic Research Service (ERS) publishes estimates of U.S. agricultural export contributions by states on a fiscal year basis (October-September). See table below. These estimates are prepared by major commodity groups and usually are based on the assumption that, for each commodity, a state contributes the same export share as its share of production. However, where obvious distortions exist, this procedure is amended. To keep data manageable, ERS limits exports only to states that collectively account for 90 percent of a given commodity's output. They also assume that a state would export only if it had an apparent surplus. They further assume that, although this method could eliminate some exporting states, it is more likely that large exporters would be sufficiently credited. Thus, for Tennessee, ERS no longer publishes estimates for feed grains, fruits, nuts, rice, peanuts, or sunflowers, and no allowance is made for them in the "other" category.

AGRICULTURAL EXPORTS: TENNESSEE AND UNITED STATES, FISCAL YEAR ENDING SEPTEMBER 30, 1999-2001

| | | Tennessee | | | United States | |
|------------------------------------|-------|-----------|---------|----------|---------------|----------|
| Commodity | 1999 | 2000 | 2001 | 1999 | 2000 | 2001 |
| | | | Million | Dollars | | |
| Soybeans & Products | 83.5 | 57.1 | 71.1 | 6,519.1 | 6,648.0 | 6,818.6 |
| Tobacco, Unmanufactured | 84.7 | 87.7 | 99.5 | 1,376.4 | 1,226.8 | 1,181.0 |
| Cotton & Linters | 49.9 | 60.0 | 81.3 | 1,305.9 | 1,829.2 | 2,094.3 |
| Cottonseed & Products | 2.3 | 3.2 | 3.9 | 61.2 | 90.8 | 86.9 |
| Wheat & Products | 11.6 | 18.4 | 21.1 | 3,930.2 | 3,625.7 | 3,453.4 |
| Feed Grains & Products | 38.6 | 36.4 | 39.1 | 6,811.7 | 6,428.0 | 6,336.9 |
| Live Animals & Meat(Excluding | 19.6 | 25.2 | 27.0 | 5,111.7 | 6,191.4 | 6,070.2 |
| Fats, Oils, & Greases | 0.8 | 0.9 | 0.6 | 543.9 | 421.5 | 319.5 |
| Poultry & Products | 28.7 | 30.3 | 33.6 | 2,061.5 | 2,235.4 | 2,521.5 |
| Hides & Skins | 0.9 | 1.0 | 1.2 | 1,110.1 | 1,428.4 | 1,942.7 |
| Vegetables & Preparations | 4.0 | 5.0 | 6.7 | 4,253.3 | 4,440.4 | 4,513.5 |
| Dairy Products | 8.6 | 8.6 | 10.2 | 914.9 | 998.5 | 1,118.4 |
| Fruits & Preparations ¹ | 0.0 | 0.2 | 0.2 | 3,285.5 | 3,380.2 | 3,501.6 |
| Tree Nuts | 0.0 | 0.0 | 0.0 | 1,077.7 | 977.7 | 1,128.3 |
| Feeds & Fodders | 18.5 | 13.4 | 18.4 | 2,077.6 | 2,343.9 | 2,741.4 |
| Seeds | 2.2 | 2.9 | 3.6 | 794.2 | 771.8 | 727.2 |
| Other ² | 109.5 | 111.5 | 131.5 | 7,808.4 | 7,706.1 | 8,179.5 |
| All Commodities ³ | 463.4 | 461.7 | 549.0 | 49,043.3 | 50,743.8 | 52,734.9 |

¹Apples & apple juice assumed to equal the previous year; current year production data has not yet been released.

Source: Foreign Agricultural Trade of the United States, Economic Research Service, U. S. Department of Agriculture, July 2002,

VALUE OF U.S. FOREIGN TRADE AND TRADE BALANCE, CALENDAR YEARS, 1990-2001

| | | U.S. E | xports ¹ | | U.S. Imports ² | | | | Trade Balance | | |
|--|--|--|--|--|--|--|---|--------------------------------------|--|----------------------------|--|
| Year | Agri- cultural | Non Agri- cultural | Total ³ | Percent Agri- cultural | Agri- cultura I | Non Agri- cultural | Total ³ | Percen t Agri- cultura I | Agri- cultura | Non Agri- cultural | Total ³ |
| | N | lillion Dolla | ars | Percent | | Million Doll | ars | Percen t | М | illion Dollaı | rs |
| 1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 2000 2001 | 39,492 39,349 43,101 42,863 46,193 56,251 60,309 57,151 51,754 48,378 51,246 53,659 | 335,701 361,437 389,168 396,377 436,453 491,910 524,343 587,878 584,781 593,811 662,469 610,661 | 375,19 400,78 432,26 439,24 482,64 548,16 584,65 645,02 636,45 642,18 713,71 664,32 | 11 10 10 10 10 10 10 9 8 8 7 | 22,91 22,87 24,79 25,13 27,02 30,25 33,51 36,14 36,89 37,67 38,97 39,36 | 468,057 460,153 500,467 549,732 630,262 709,337 761,777 826,277 868,814 979,763 1,167,68 1,092,67 | 490,975 483,028 525,260 574,863 657,286 739,592 795,289 862,426 905,471 1,017,43 1,206,65 1,132,04 | 55544444433 | 16,57 16,47 18,30 17,73 19,16 25,99 26,79 21,00 14,85 10,70 12,27 14,29 | - - - - - - | -82,242 -92,991 -135,623 -174,640 -191,431 -210,637 -217,397 -269,255 -375,247 -492,940 -467,721 |

Agricultural products exclude re-exports. Nonagricultural and totals include re-exports and undocumented exports to Canada. ²Imports for consumption (custom value). ³Totals may not add due to rounding.

Source: Foreign Agricultural Trade of the United States, Economic Research Service, U.S. Department of Agriculture, June 2002.

²Mainly confectionery, nursery and greenhouse, essential oils, beverages, excluding juice, and other miscellaneous animal and vegetable products. ³Totals may not add due to rounding.

CROP PRODUCTION CASH COSTS AND RETURNS PER PLANTED ACRE, BY REGION, 20001

| Cotton ² | _ | Soybeans ² | Soybeans ² | | | | |
|--------------------------------------|---------|--|-----------------------|--|--|--|--|
| Item | Dollars | ltem | Dollars | | | | |
| Case Value of Bandustina | | Constant Value of Bradustian | | | | | |
| Gross Value of Production: Cotton | 371.28 | Gross Value of Production: Soybeans | 112.80 | | | | |
| Cotton | 61.95 | Soybeans | 112.00 | | | | |
| Total, Gross Value of Production | 433.23 | Total, Gross Value of Production | 112.80 | | | | |
| Operating Costs: | | Operating Costs: | | | | | |
| Seed | 21.22 | Seed | 20.67 | | | | |
| Fertilizer | 36.34 | Fertilizer | 7.59 | | | | |
| Chemicals | 85.29 | Soil Conditioners | 0.06 | | | | |
| Custom Operations | 14.28 | Manure | 0.07 | | | | |
| Fuel, Lube, and Electricity | 30.89 | Chemicals | 21.50 | | | | |
| Repairs | 32.86 | Custom Operations | 4.85 | | | | |
| Interest on Operating Capital | 7.89 | Fuel, Lube, and Electricity | 12.57 | | | | |
| Ginning | 52.74 | Repairs | 14.25 | | | | |
| | | Interest on Operating Capital | 2.35 | | | | |
| Total, Operating Costs | 281.51 | | | | | | |
| | | Total, Operating Costs | 83.91 | | | | |
| Allocated Overhead: | | Allocated Overhead: | | | | | |
| Hired Labor | 41.11 | Hired Labor | 6.01 | | | | |
| Opportunity Cost of Unpaid Labor | 22.68 | Opportunity Cost of Unpaid Labor | 15.94 | | | | |
| Capital Recovery of Machinery & | 116.74 | Capital Recovery of Machinery & | 69.63 | | | | |
| Opportunity Cost of Land (Rental | 54.16 | Opportunity Cost of Land (Rental Rate) | 57.03 | | | | |
| Taxes and Insurance | 14.86 | Taxes and Insurance | 5.88 | | | | |
| General Farm Overhead | 16.33 | General Farm Overhead | 10.60 | | | | |
| Total, Allocated Overhead | 265.88 | Total, Allocated Overhead | 165.09 | | | | |
| Total Costs Listed | 547.39 | Total Costs Listed | 249.00 | | | | |
| Value of Production Less Total Costs | -114.16 | Value of Production Less Total Costs | _ | | | | |
| Value of Production Less Operating | 151.72 | Value of Production Less Operating | 28.89 | | | | |
| Cotton: | | | | | | | |
| Yield: Pounds per Planted Acre | 663 | | | | | | |
| Price: Dollars per Pound at Harvest | 0.56 | | | | | | |
| Cottonseed: | | Soybeans: | | | | | |
| Yield: Pounds per Planted Acre | 1,239 | Yield: Bushels per Planted Acre | 24 | | | | |
| Price: Dollars per Pound at Harvest | 0.05 | Price: Dollars per Bushel at Harvest | 4.70 | | | | |

¹ Excludes direct Government payments. Includes both operator and landlord costs and returns. ² Cotton and Soybeans are both in the Mississippi Portal region which includes portions of Tennessee, Arkansas, Mississippi, and Louisiana.

Source: Economic Research Service, U.S. Department of Agriculture, March 2002.

CROP PRODUCTION CASH COSTS AND RETURNS PER PLANTED ACRE, BY REGION, 1999¹

| Item Gross Value of Production: Wheat Wheat Straw/grazing | Dollars |
|--|---|
| Wheat | 155 48 |
| Wheat | 155 48 |
| | |
| | 1.62 |
| Total, Gross Value of Production | 157.10 |
| Cash Expenses: | |
| Seed | 11.20 |
| Fertilizer, Lime, and Gypsum | 24.24 |
| Chemicals | 6.53 |
| Custom Operations | 20.11 |
| | 8.20 |
| • | 10.68 |
| • | 0.14 |
| _ | 2.34 |
| interest on operating capital | 2.0. |
| Total, Operating Costs | 83.44 |
| Allocated Overhead: | |
| Hired Labor | 5.75 |
| Opportunity Cost of Unpaid Labor | 6.94 |
| Capital Recovery of Machinery & Equip. | 51.97 |
| Opportunity Cost of Land (Rental Rate) | 46.98 |
| Taxes and Insurance | 7.24 |
| General Farm Overhead | 10.84 |
| Total, Allocated Overhead | 129.72 |
| Total Costs Listed | 213.16 |
| Value of Production Less Total Costs | -56.06 |
| Value of Production Less Operating Costs | 73.66 |
| | Cash Expenses: Seed Fertilizer, Lime, and Gypsum Chemicals Custom Operations Fuel, Lube, and Electricity Repairs Purchased Irrigation Water & Bailing Interest on Operating Capital Total, Operating Costs Allocated Overhead: Hired Labor Opportunity Cost of Unpaid Labor Capital Recovery of Machinery & Equip. Opportunity Cost of Land (Rental Rate) Taxes and Insurance General Farm Overhead Total, Allocated Overhead Total Costs Listed Value of Production Less Total Costs isted |

¹ Excludes direct Government payments. Includes both operator and landlord costs and returns. ² Corn is in the Eastern Upland region which includes portions of Tennessee, Kentucky, North Carolina, Mississippi, Virginia, West Virginia, Ohio and Pennsylvania. ³ Wheat is in the Mississippi Portal region which includes Tennessee, Arkansas, Mississippi, and Louisiana. ⁴ Cost of custom operations, technical services, and commercial drying.

Source: Economic Research Service, U.S. Department of Agriculture, March 2001.

2001 TILLAGE SYSTEMS

TILLAGE PRACTICES: BY CROP, TENNESSEE, 1997-2001

| TILLAGE I | 11/10111 | OLO. DI CITOI | TENNILOGE | ., | | | | | | |
|--------------------|--------------|---------------------------|--------------------|------------------|--|----------------|------------------------------|---------------|--------------------|---------------------|
| | | | No-T | III ¹ | Other Conservation Tillage ² | | Convent Till ^s | ional | Double-C | ropped ⁴ |
| Crop | Year | Total Acres Planted | Acres | % of Total⁵ | Acres | % of Total⁵ | Acres | % of Total | Acres | % of Total⁵ |
| Soybeans | 1997 1998 | 1,240,000 1,250,000 | 580,000 | 46.8 48.0 | 290,000 | | 370,000 | 29.8 27.2 | 370,000 370,000 | 29.8 29.6 |
| | 1998 | 1,250,000 | 600,000 630,000 | 50.4 | 310,000 280,000 | | 340,000 340,000 | 27.2 | 370,000 | 29.6 |
| | 2000 | 1,180,000 | 770,000 | 65.2 | 180,000 | | 230,000 | 19.5 | 330,000 | 28.0 |
| | 2000 | 1,080,000 | 770,000 | 71.3 | 180,000 | | 130,000 | 12.0 | 300,000 | 27.8 |
| | 2001 | 1,000,000 | 770,000 | , 1.0 | 100,000 | 10.7 | 100,000 | 12.0 | 000,000 | 27.0 |
| Corn | 1997 | 700,000 | 260,000 | 37.1 | 230,000 | 32.9 | 210,000 | 30.0 | 35,000 | 5.0 |
| | 1998 | 700,000 | 320,000 | 45.7 | 210,000 | 30.0 | 170,000 | 24.3 | 40,000 | 5.7 |
| | 1999 | 630,000 | 340,000 | 54.0 | 180,000 | 28.6 | 110,000 | 17.5 | 35,000 | |
| | 0000 | 050 000 | 000 000 | 50 5 | 1 10 000 | 04.5 | 100.000 | 00.0 | | 5.6 |
| | 2000 2001 | 650,000 | 380,000 | 58.5 60.3 | 140,000 | | 130,000 | 20.0 | 40,000 | 6.2 |
| | 2001 | 680,000 | 410,000 | 60.3 | 140,000 | 20.6 | 130,000 | 19.1 | 35,000 | 5.1 |
| Sorghum | 1997 | 20,000 | 7,000 | 35.0 | 6,000 | 30.0 | 7,000 | 35.0 | 500 | 2.5 |
| 0 0. g a | 1998 | 20,000 | 7,000 | 35.0 | 5,000 | | 8,000 | 40.0 | 500 | 2.5 |
| | 1999 | 20,000 | 5,000 | 25.0 | | | 9,000 | 45.0 | 500 | 2.5 |
| | 2000 | 25,000 | 5,000 | 20.0 | 5,000 | 20.0 | 15,000 | 60.0 | 500 | 2.0 |
| | 2001 | 30,000 | 8,000 | 26.7 | 10,000 | 33.3 | 12,000 | 40.0 | 1,000 | 3.3 |
| Cotton | 1997 | 490,000 | 120,000 | 24.5 | 60,000 | 12.2 | 310,000 | 63.3 | 1,000 | 0.2 |
| | 1998 | 450,000 | 110,000 | 24.4 | | | 290,000 | 64.4 | 1,000 | 0.2 |
| | 1999 | 570,000 | 180,000 | 31.6 | 50,000 | | 340,000 | 59.6 | 1,500 | 0.3 |
| | 2000 | 570,000 | 300,000 | 52.6 | 50,000 | | 220,000 | 38.6 | 1,500 | 0.3 |
| | 2001 | 620,000 | 370,000 | 60.0 | 100,000 | 16.1 | 150,000 | 24.2 | 2,000 | 0.3 |
| Wheat ⁶ | 1997 | 550,000 | 180,000 | 32.7 | 200,000 | 36.4 | 170,000 | 30.9 | | |
| | 1998 | 570,000 | 160,000 | 28.1 | 200,000 | | 210,000 | 36.8 | | |
| | 1999 | 500,000 | 160,000 | 32.0 | 190,000 | | 150,000 | 30.0 | | |
| | 2000 | 550,000 | 200,000 | 36.4 | 180,000 | | 170,000 | 30.9 | | |
| | 2001 | 500,000 | 180,000 | 36.0 | 190,000 | 38.0 | 130,000 | 26.0 | | |
| Total | 1997 | 3,000,000 | 1,147,000 | 38.2 | 786,000 | 26.2 | 1,067,000 | 35.6 | 406,500 | 13.6 |
| | 1998 | 2,990,000 | 1,197,000 | 40.0 | | | 1,018,000 | 34.0 | 411,500 | 13.8 |
| | 1999 | 2,970,000 | 1,315,000 | 44.3 | | | 949,000 | 32.0 | 407,000 | 13.7 |
| | 2000 | 2,975,000 | 1,655,000 | 55.6 | 555,000 | 18.7 | 765,000 | 25.7 | 372,000 | 12.5 |
| | 2001 | 2,910,000 | 1,738,000 | 59.7 | 620,000 | 21.3 | 552,000 | 19.0 | 338,000 | 11.6 |

No-Till - A procedure whereby a crop is planted directly into a seedbed not tilled since harvest of a previous crop, or the planting of a crop into sod, previous crop stubble, or a cover where only the intermediate seed zone is disturbed.

² Other Conservation Tillage - Tillage practices prior to planting which result in a minimum of 30 percent ground cover or residue being retained on the surface following planting. Grass and weed control is accomplished primarily with herbicides. Includes ridge till, strip till, and mulch till.

³ Conventional Till - Systems where 100 percent of the surface layer is mixed or inverted by plowing, power tilling, or multiple disking.

⁴ Double-Cropped - Two crops harvested from the same field during one year. Example: small grain harvest spring 2000, followed by soybeans, corn or sorghum in the fall of 2000.

⁵ Sum of no-till, other conservation tillage and conventional till percents of total may not add to 100 percent due to rounding.

⁶ Wheat seeded the previous fall for all intended purposes including grain, cover, silage, hay or any other utilization.

TILLAGE PRACTICES: BY CROP, DISTRICT, TENNESSEE, 2001

| 0 | Distric | Total | No-T | -ill | Other Cons Tilla | | Conventi | onal Till |
|-------------|--|--|---|--|---|--|---|---|
| Crop | t | Acres Planted | Acres | % of Total | Acres | % of Total | Acres | % of Total |
| Soybeans | | | | | | | | |
| | 10 20 30 40 50 60 State | 395,000 444,000 82,000 74,000 61,000 24,000 1,080,00 | 300,000 305,000 55,000 60,000 35,000 15,000 770,000 | 75.9 68.7 67.1 81.1 57.4 62.5 71.3 | 65,000 90,000 9,000 10,000 4,000 2,000 180,000 | 16.5 20.3 11.0 13.5 6.6 8.3 16.7 | 30,000 49,000 18,000 4,000 22,000 7,000 130,000 | 7.6 11.0 22.0 5.4 36.1 29.2 12.0 |
| Corn | | | | | | | | |
| | 10 20 30 40 50 60 State | 158,000 260,000 76,000 74,000 64,000 48,000 680,000 | 90,000 155,000 51,000 51,000 36,000 27,000 410,000 | 57.0 59.6 67.1 68.9 56.3 56.3 | 25,000 50,000 15,000 20,000 15,000 15,000 140,000 | 15.8 19.2 19.7 27.0 23.4 31.3 20.6 | 43,000 55,000 10,000 3,000 13,000 6,000 130,000 | 27.2 21.2 13.2 4.1 20.3 12.5 19.1 |
| Sorghum | | | | | | | | |
| | 10 20 30- 60 ¹ State | 7,500 17,500 5,000 30,000 | 2,400 4,500 1,100 8,000 | 32.0 25.7 22.0 26.7 | 3,600 5,500 900 10,000 | 48.0 31.4 18.0 33.3 | 1,500 7,500 3,000 12,000 | 20.0 42.9 60.0 40.0 |
| Cotton | | | | | | | | |
| | 10 20 30- 50 ² 60 State | 210,000 385,000 25,000 0 620,000 | 104,000 260,000 6,000 0 370,000 | 49.5 67.5 24.0 59.7 | 40,000 56,000 4,000 0 100,000 | 19.0 14.5 16.0 | 66,000 69,000 15,000 0 150,000 | 31.4 17.9 60.0 |
| VA/In a s f | | | | | | | | |
| Wheat | 10 20 30 40 50 60 State | 125,000 190,000 50,000 60,000 40,000 35,000 500,000 | 60,000 80,000 11,000 13,000 8,000 8,000 180,000 | 48.0 42.1 22.0 21.7 20.0 22.9 36.0 | 55,000 85,000 17,000 18,000 8,000 7,000 190,000 | 44.0 44.7 34.0 30.0 20.0 20.0 38.0 | 10,000 25,000 22,000 29,000 24,000 20,000 130,000 | 8.0 13.2 44.0 48.3 60.0 57.1 26.0 |

¹Includes Districts 30,40,50,60. ² Includes Districts 30, 40, 50.

PRICES PAID

PRICES PAID BY FARMERS FOR PRODUCTION INPUTS: EAST SOUTH CENTRAL REGION, APRIL 1,1998-2002

| Commodity and Unit | 1998 | 1999 | 2000 | 2001 | 2002 |
|--|--------|--------|-----------|--------|--------|
| | | Dollar | s Per Ton | | |
| Commercial Fertilizer Mixtures | | | | | |
| 5-10-15 | 167.00 | 166.00 | 165.00 | 169.00 | 159.00 |
| 5-20-20 | 190.00 | 193.00 | 182.00 | 188.00 | 177.00 |
| 6-12-12 | 156.00 | 164.00 | 159.00 | 173.00 | 156.00 |
| 10-10-10 | 145.00 | 140.00 | 144.00 | 154.00 | 134.00 |
| Superphosphate, 44-46% P ₂ O ₅ | 250.00 | 252.00 | 230.00 | 233.00 | 218.00 |
| Nitrate of Soda | 276.00 | 274.00 | 256.00 | 274.00 | 299.00 |
| Ammonium Nitrate | 191.00 | 184.00 | 200.00 | 263.00 | 196.00 |
| Urea, 44-46% | 185.00 | 164.00 | 199.00 | 267.00 | 187.00 |
| Muriate of Potash, 60-62% K ₂ O | 167.00 | 174.00 | 173.00 | 176.00 | 173.00 |
| Limestone, spread on field | 21.00 | 22.30 | 22.60 | 22.50 | 22.50 |

¹ East South Central Region includes Tennessee, Kentucky, Louisiana, Mississippi, and Alabama.

FERTILIZER CONSUMPTION: TENNESSEE, 1992-2001¹

| | | - | |
|------|----------|---------------------------------|---------------------|
| Year | Mixtures | Direct Application Materials | Total Fertilizer |
| | | Tons | |
| 1992 | 326,888 | 502,038 | 828,926 |
| 1993 | 326,718 | 485,567 | 812,285 |
| 1994 | 337,423 | 502,095 | 839,518 |
| 1995 | 338,518 | 530,622 | 869,140 |
| 1996 | 316,294 | 554,608 | 870,902 |
| 1997 | 336,714 | 564,434 | 901,148 |
| 1998 | 295,902 | 491,559 | 787,461 |
| 1999 | 308,711 | 492,030 | 800,741 |
| 7410 | 337,078 | 457,447 | 794,525 |
| 2001 | 444,465 | 533,096 | 977,561 |

Years 1992-1997 include data from June 1 the previous year to May 31 of the current year. Years 1998-2001 include data from January 1 to December 31.

Source: "Total Fertilizer Summary, Tennessee", Tennessee Department of Agriculture, Division of Marketing.

PRICES PAID BY FARMERS FOR SELECTED FEEDS: APPALACHIAN REGION, APRIL 1, 1993-2002

| | | Cottonseed | Soybean | Hog | Dairy | | |
|------|-------|----------------|---------------|------------------|---------------|--------|---------|
| | | Meal | Meal | Feed | Feed | Laying | Broiler |
| Year | Bran | (41% Protein) | (44% Protein) | (14-18% Protein) | (16% protein) | Feed | Grower |
| | | Dollars Per Cw | t. | | Dollars Per | Ton | |
| 1993 | 11.30 | 13.80 | 13.40 | 222 | 185 | 183 | 194 |
| 1994 | 11.30 | 14.40 | 14.80 | 237 | 192 | 209 | 237 |
| 1995 | 11.80 | 13.60 | 13.50 | 228 | 174 | 197 | 208 |
| 1996 | 13.60 | 16.30 | 16.60 | 268 | 211 | 243 | 264 |
| 1997 | 13.90 | 17.00 | 18.50 | 262 | 209 | 223 | 283 |
| 1998 | 13.80 | 15.90 | 17.10 | 255 | 185 | 214 | 284 |
| 1999 | 13.50 | 14.50 | 12.30 | 238 | 172 | 210 | 284 |
| 2000 | 13.20 | 15.30 | 13.00 | 236 | 174 | 204 | 269 |
| 2001 | 13.30 | 14.20 | 13.70 | 237 | 176 | 200 | 254 |
| 2002 | 15.00 | 15.00 | 15.70 | 244 | 178 | 252 | 300 |

¹ Appalachian Region includes Tennessee, Kentucky, North Carolina, Virginia, and West Virginia.



WEST VIRGINIA

WISCONSIN

WYOMING

D. King

R. J. Battaglia

D. W. Coulter

STATE STATISTICAL OFFICES

UNITED STATES DEPARTMENT OF AGRICULTURE NATIONAL AGRICULTURAL STATISTICS SERVICE

| STATE | STATE STATISTICIAN | ADDRESS | TELEPHONE |
|-------------------|-----------------------|--|----------------|
| ALABAMA | H. L. | P.O. Box 240578, Montgomery, AL 36124 | (334) 279-3555 |
| ALASKA | S. Benz | P.O. Box 799, Palmer, AK 99645 | (907) 745-4272 |
| ARIZONA | M. Pallesen | 3003 N. Central Ave., Ste. 950, Phoenix, AZ 85012 | (602) 280-8850 |
| ARKANSAS | B. F. Klugh | 10800 Financial Centre Pky, Ste.110, Little Rock, AR 72211 | (501) 228-9926 |
| CALIFORNIA | V. Tolomeo | P.O. Box 1258, Sacramento, CA 95812 | (916) 498-5161 |
| COLORADO | R. R. Picanso | 645 Parfet St., Rm W201 Lakewood, CO 80215 | (303) 236-2300 |
| DELAWARE | T. W. Feurer | 2320 S. Dupont Hwy., Dover, DE 19901 | (302) 698-4537 |
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| GEORGIA | D. S. Abbe | Stephens Fed Bldg., Ste. 320, Athens, GA 30601 | (706) 546-2236 |
| HAWAII | D. A. Martin | 1428 S. King St., Honolulu, HI 96814 | (808) 973-2907 |
| IDAHO | D. G. Gerhardt | P.O. Box 1699, Boise, ID 83701 | (208) 334-1507 |
| ILLINOIS | B. E. Schwab | P.O. Box 19283, Springfield, IL 62794 | (217) 492-4295 |
| INDIANA | R. W. Gann | 1435 Win Hentschel Blvd., Ste B105, W. Lafayette, IN 47906 | (765) 494-8371 |
| IOWA | J. K. Sands | 210 Walnut St., Rm. 833, Des Moines, IA 50309 | (515) 284-4340 |
| KANSAS | E. J. Thiessen | P.O. Box 3534, Topeka, KS 66601 | (785) 233-2230 |
| KENTUCKY | L. E. Brown | P.O. Box 1120, Louisville, KY 40201 | (502) 582-5293 |
| LOUISIANA | A. D. Frank | P.O. Box 65038, Baton Rouge, LA 70896 | (225) 922-1362 |
| MARYLAND | R. Garibay | 50 Truman Pkwy., Ste. 202, Annapolis, MD 21401 | (410) 841-5740 |
| MICHIGAN | D. D. Kleweno | P.O. Box 26248, Lansing, MI 48909 | (517) 324-5300 |
| MINNESOTA | M. A. Hunst | P.O. Box 7068, St. Paul, MN 55107 | (651) 296-2230 |
| MISSISSIPPI | T. L. Gregory | P.O. Box 980, Jackson, MS 39205 | (601) 965-4575 |
| MISSOURI | G. W. Danekas | P.O. Box L, Columbia, MO 65205 | (573) 876-0950 |
| MONTANA | P. Stringer | 10 West 15 th St., Ste. 3100, Helena, MT 59626 | (406) 441-1240 |
| NEBRASKA | W. G. Hamlin | P.O. Box 81069, Lincoln, NE 68501 | (402) 437-5541 |
| NEVADA | M. J. Owens | P.O. Box 8880, Reno, NV 89507 | (775) 784-5584 |
| NEW ENGLAND | A. R. Davis | P.O. Box 1444, Concord, NH 03302 | (603) 224-9639 |
| NEW JERSEY | B. L. Cross | P.O. Box 330, Trenton, NJ 08625 | (609) 292-6385 |
| NEW MEXICO | D. C. Nelson | P.O. Box 1809, Las Cruces, NM 88004 | (505) 522-6023 |
| NEW YORK | S. C. Ropel | 1 Winners Cr., Dept. of Ag. & Mkts., Albany, NY 12235 | (518) 457-5570 |
| NORTH CAROLINA | R. M. Murphy | P.O. Box 27767, Raleigh, NC 27611 | (919) 856-4394 |
| NORTH DAKOTA | D. A. Hartwig | P.O. Box 3166, Fargo, ND 58108 | (701) 239-5306 |
| OHIO | J. E. Ramey | P.O. Box 686, Reynoldsburg, OH 43068 | (614) 728-2100 |
| OKLAHOMA | B. L. Bloyd | P.O. Box 528804, Oklahoma City, OK 73152 | (405) 522-6190 |
| OREGON | J. A. Goodwin | 1220 S.W. Third Ave., Rm. 1735, Portland, OR 97204 | (503) 326-2131 |
| PENNSYLVANIA | M. Tosiano | 2301 N. Cameron St., Rm. G-19, Harrisburg, PA 17110 | (717) 787-3904 |
| PUERTO RICO | A. M. Cruz | P.O. Box 10163, Santurce, PR 00908 | (787) 723-3773 |
| SOUTH CAROLINA | R. A. Graham | P.O. Box 1911, Columbia, SC 29202 | (803) 765-5333 |
| SOUTH DAKOTA | C. D. Anderson | P.O. Box 5068, Sioux Falls, SD 57117 | (605) 330-4235 |
| TENNESSEE | D. K. Kenerson | P.O. Box 41505, Nashville, TN 37204 | (615) 781-5300 |
| TEXAS | R. O. Roark | P.O. Box 70, Austin, TX 78767 | (512) 916-5581 |
| UTAH | D. J. Gneiting | P.O. Box 25007, Salt Lake City, UT 84125 | (801) 524-5003 |
| VIRGINIA | S. A. Manheimer | P.O. Box 1659, Richmond, VA 23218 | (804) 771-2493 |
| WASHINGTON | D. A. Hasslen | P.O. Box 609, Olympia, WA 98507 | (360) 902-1940 |
| VA/ECT V/IDCINIIA | D V: | 1000 K | (204) 245 5050 |

P.O. Box 8934, Madison, WI 53708

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DIRECTORY OF COUNTY EXTENSION AND FSA OFFICES

| COLINEY | COUNTY EXTEN | SION OFFICE | COUNTY FSA OFFICE | | |
|------------|-------------------------|----------------|---------------------------|----------------|--|
| COUNTY | EXTENSION DIRECTOR | TELEPHONE NO. | EXECUTIVE DIRECTOR | TELEPHONE NO. | |
| ANDERSON | Marjorie W. Phillips | (865) 457-6246 | Brenda Lynn | (865) 494-2343 | |
| BEDFORD | John K. Teague | (931) 684-5971 | Thomas Crockett | (931) 684-4197 | |
| BENTON | Jimmy J. Lumpkin | (731) 584-4601 | Mark Hargis | (731) 584-8186 | |
| BLEDSOE | Rodney H. Smith | (423) 447-2451 | Donald Snow | (423) 447-2015 | |
| BLOUNT | Ralph A. Lovely | (865) 982-6430 | Combined with Monroe Co | | |
| BRADLEY | Kim David Frady | (423) 476-4552 | Andrew Strike | (423) 472-5731 | |
| CAMPBELL | Kimberly J. Smith | (423) 562-9474 | Combined with Anderson (| | |
| CANNON | T. Bruce Steelman | (615) 563-2554 | Peggy Miller | (615) 563-4321 | |
| CARROLL | Steven R. Burgess | (731) 986-1976 | Lyndle Barker | (731) 986-4473 | |
| CARTER | William Keith Hart, Jr. | (423) 542-1818 | Combined with Sullivan Co | | |
| CHEATHAM | Ronnie Barron | (615) 792-4420 | Mike Turner | (615) 792-5161 | |
| CHESTER | J. Tommy Patterson | (731) 989-2103 | Combined with McNairy C | | |
| CLAIBORNE | George M. Heiskell | (423) 626-3742 | Kay Russell | (423) 626-3811 | |
| CLAY | J. Randall Kimes | (931) 243-2311 | Combined with Jackson Co | | |
| COCKE | Sharon E. Rice | (423) 623-7531 | Leon Broyles | (423) 623-8646 | |
| COFFEE | Dean Northcutt | (931) 723-5141 | Charles Smartt | (931) 728-2472 | |
| CROCKETT | Mike Smith | (731) 696-2412 | Jim Stephenson | (731) 696-5537 | |
| CUMBERLAND | Kelli R. Moore | (931) 484-6743 | Kathy Hale | (931) 484-6520 | |
| DAVIDSON | Stephen H. Lester | (615) 862-5995 | Combined with Robertson | | |
| DECATUR | G. Steve Glass | (731) 852-2831 | Combined with Henderson | • | |
| DEKALB | Stephen L. Officer | (615) 597-4945 | Donnie Green | (615) 597-8225 | |
| DICKSON | Janet C. Cluck | (615) 446-2788 | Tony Wallace | (615) 446-2449 | |
| DYER | Timothy P. Campbell | (731) 286-7821 | Roger Tanner | (731) 287-9224 | |
| FAYETTE | Jamie H. Jenkins | (901) 465-5233 | Shirley Redfearn | (901) 465-3694 | |
| FENTRESS | George M. Killgore | (931) 879-9117 | Combined with Cumberlan | | |
| FRANKLIN | Mary Beth Henley | (931) 967-2741 | Lester Hayes | (931) 967-2521 | |
| GIBSON | Philip W. Shelby | (731) 855-7656 | Shawn Wortman | (731) 855-0023 | |
| GILES | James D. Taylor | (931) 363-3523 | Mike Mayfield | (931) 363-2675 | |
| GRAINGER | Anthony Carver (A) | (865) 828-3411 | Combined with Hamblen C | | |
| GREENE | Stephen J. Hale | (423) 798-1710 | Donald Gray | (423) 638-4771 | |
| GRUNDY | Brenda L. Andy | (931) 592-3971 | Combined with Coffee Cou | | |
| HAMBLEN | Mannie Bedwelll | (423) 586-6111 | Larry Cabbage | (423) 586-0321 | |
| HAMILTON | Ray Burden Jr. | (423) 855-6113 | Lawrence Steward | (423) 894-4712 | |
| HANCOCK | Raymond A. Morris | (423) 733-2526 | Combined with Hawkins C | | |
| HARDEMAN | Robert T. Vickers | (731) 658-2421 | Robert Smith | (731) 658-3227 | |
| HARDIN | Marcus F. McLemore | (731) 925-3441 | Randy Carter | (731) 925-3831 | |
| HAWKINS | Judy G. Cravens | (423) 272-7241 | Mary Jane Collins | (423) 272-0217 | |
| HAYWOOD | Walter M. Battle | (731) 772-2861 | Rickey English | (731) 772-1822 | |
| HENDERSON | Ronald E. Blair | (731) 968-5266 | J. D. Johnson | (731) 968-3551 | |
| HENRY | Ken J. Goddard | (731) 642-2941 | Bobbie S. Fitzgerald | (731) 642-4522 | |
| HICKMAN | P. Troy Dugger | (931) 729-2404 | Larry V. Leeper | (931) 729-2686 | |
| HOUSTON | Charles Jack Milton | (931) 289-3242 | Combined with Stewart Co | | |
| HUMPHREYS | Margaret M. Willis | (931) 296-2543 | Robert Bone | (931) 296-2531 | |
| JACKSON | Cynthia H. Zeitz | (931) 268-9437 | Larry Spivey | (931) 268-0201 | |
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| JOHNSON | Ricky L. Thomason | (423) 727-8161 | Jean Wilson | (423) 727-9744 | |
| KNOX | Harry D. Bryan | (865) 215-2340 | John Austin | (865) 523-3338 | |
| LAKE | Gregory S. Allen | (731) 253-6528 | W. T. Hime | (731) 253-7532 | |
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(A) Acting County Director

DIRECTORY OF COUNTY EXTENSION AND FSA OFFICES

(Continued)

| | COUNTY EXTENS | ION OFFICE | COUNTY FSA OFFICE | | | |
|------------------|---|----------------------------------|---|---------------------|--|--|
| COUNTY | EXTENSION DIRECTOR | TELEPHONE NO. | EXECUTIVE DIRECTOR | TELEPHONE NO. | | |
| LAUDERDALE | Jerry Parker | (731) 635-9551 | Daniel L Ungerecht | (731) 635-7686 | | |
| LAWRENCE | Calvin C. Bryant III | (931) 762-5506 | Mickey Allen | (931) 762-6913 | | |
| LEWIS | Paula M. Spears | (931) 796-3091 | Combined with Hickman County | | | |
| LINCOLN | David E. Qualls | (931) 433-1582 | John Bryan | (931) 438-2450 | | |
| LOUDON | John J. Goddard | (865) 458-5612 | Combined with Roane County | | | |
| MACON | Steve E. Walker | (615) 666-3341 | Kenneth Cothron | (615) 666-4015 | | |
| MADISON | Sammy P. Elgin | (731) 668-8543 | Betty Cooper | (731) 668-1544 | | |
| MARION | Vicki S. Lofty | (423) 942-2656 | Lynn Johnson | (423) 942-2244 | | |
| MARSHALL | Ricky C. Skillington | (931) 359-1929 | Randall Wilson | (931) 359-6268 | | |
| MAURY | Richard E. Groce | (931) 388-9557 | Randy Lochridge | (931) 388-1307 | | |
| MCMINN | H. Timothy Woods | (423) 745-2852 | Preston Hawkins (A) | (423) 745-6301 | | |
| MCNAIRY | Ricky R. Mathenia | (731) 645-3598 | William R. Platt | (731) 645-5466 | | |
| MEIGS | Clare C. Breeden | (423) 334-5781 | Combined with McMinn County | | | |
| MONROE | Robert L. Sliger | (423) 442-2433 | Preston Hawkins | (423) 442-2202 | | |
| MONTGOMERY | John D. Bartee | (931) 648-5725 | Mike Turner | (931) 368-0252 | | |
| MOORE | Larry L. Moorehead | (931) 759-7163 | Combined with Bedford County | | | |
| MORGAN | D. Kelly Amonett | (423) 346-3000 | Carol LaRue | (423) 346-3770 | | |
| OBION | Timothy R. Smith | (731) 885-3742 | William T. Hime | (731) 885-0841 | | |
| OVERTON | Eugene S. Medley | (931) 823-2735 | Jerry Flowers | (931) 823-5506 | | |
| PERRY | Richard S. Ritter | (931) 589-2331 | Combined with Hickman County | | | |
| PICKETT | Richard D. Daniel | (931) 864-3310 | Combined with Overton County | | | |
| POLK | R. Greg Paxton | (423) 338-4502 | Combined with Bradley County | | | |
| PUTNAM | Scott Chadwell | (931) 526-4561 | Larry Spivey | (931) 528-6472 | | |
| RHEA | Jerry D. Lamb | (423) 775-7807 | Lawrence Steward | (423) 775-2272 | | |
| ROANE | Paul T. McCallie | (865) 376-5558 | Nancy Brackett | (865) 376-2392 | | |
| ROBERTSON | Paul E. Hart | (615) 384-7936 | Calvin Conner | (615) 382-9863 | | |
| RUTHERFORD | C. Joe McKenzie | (615) 898-7710 | Peggy Miller | (615) 893-9295 | | |
| SCOTT | Taunea Whittenbarger | (423) 663-4777 | Combined with Morgan County | | | |
| SEQUATCHIE | Bonnie W. Fritch (A) | (423) 949-2611 | Combined with Marion County | (005) 450 4004 | | |
| SEVIER | W. Alan Bruhin | (865) 453-3695 | Leon Broyles | (865) 453-4664 | | |
| SHELBY | H. Mike Dennison | (901) 544-0243 | Phillip Coleman | (901) 544-0228 | | |
| SMITH | David K. Glover | (615) 735-2900 | Jerry Wilmore | (615) 735-9880 | | |
| STEWART | Joseph L. Griffy | (931) 232-5682 | Robert C. Stanfield | (931) 232-5458 | | |
| SULLIVAN | Claudia G. Sprinkle (A) | (423) 279-2723 | Robert Earhart | (423) 323-7431 | | |
| SUMNER | J. Wesley Myers | (615) 452-1423 | Dave McDole | (615) 452-3838 | | |
| TIPTON | L. V. Jackson | (901) 476-0231 | Glenn Zarecor | (901) 475-3350 | | |
| TROUSDALE | Mark L. Beeler | (615) 374-2421 | Judy Woodard | (615) 374-2436 | | |
| UNICOL | Ty Petty | (423) 743-9584 | Combined with Claiborns County | | | |
| UNION | David S. Vandergriff | (865) 992-8038 (931) 946-2435 | Combined with White County | | | |
| VAN BUREN | Lee Ann Jolley J. Dale Beaty | , , | Combined with White County Steve Stubblefield | (021) 472 2277 | | |
| WARREN | • | (931) 473-8484 | Karen Hammitt | (931) 473-2277 | | |
| WASHINGTON | Katherine W. Long Kenneth M. Burress | (423) 753-1680 (931) 722-3229 | Combined with Lawrence County | (423) 753-4441 , | | |
| WAYNE | Jeff Lannom | (731) 364-3164 | Sam Dennison | (731) 364-3135 | | |
| WEAKLEY WHITE | Ella C. Johnson | (931) 836-3348 | Jennifer Wilson | (931) 738-7822 | | |
| WILLIAMSON | J. Dewayne Perry | (615) 790-5721 | Betty Hampton | (615) 794-8488 | | |
| | Jon M. Baker | (615) 444-9584 | Combined with Williamson Count | | | |
| WILSON | JOH WI. DANGI | (010) 774-3304 | Combined with williamson Count | . у | | |

(A) Acting County Director

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